

SAEnCompass - Saunders Associates

Contact:	
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Email:	marie@saencompass.com
Website	www.saencompass.com
# of years in business: current brand	17 years
Number of installed clients	48
Product	SAEnCompass Electronic Medical Record
Version/Operating System	Windows
Business Model	Client/Server
Average time of implementation	6 - 8 weeks
When CCHIT begins to certify Nursing Home EHR products, do you anticipate becoming certified?	Yes
System Features (all electronic)	
ADL Capture	Yes
Admission/Discharge Information	Yes
Assessments	Yes
Billing	Yes with Interface
Care Plans	Yes
Clinical/Quality Reporting	Yes
Clinical Record	Yes
Decision Support	Yes
Dietary	Yes
ePrescribing	Yes
Electronic Orders/Management	Yes
Integrated Bedside Vitals	Yes
MDS Review	Yes
Medication/Treatment Administration	Yes
Progress Notes	Yes
Results Management	Yes
Others (please specify)	
PRICING	
Software	\$11,000
EHR Template Customization	\$100/hour
Licensing fees	\$120 to \$1,440 in addition to Maintenance Fee
<i>Renewal required?</i>	Yes
<i># of staff included</i>	2 to 25 (more than 25 can be licensed for a higher fee)
Training	40 hours included with purchase, \$55/hr. thereafter (subject to change)
Trainer	Airfare, rental car and gas at cost, mileage and per diem lodging and meals
Implementation	Airfare, rental car and gas at cost, mileage and per diem lodging and meals
Interfaces	\$100/hour if customization needed
e-Prescribing Interface Setup	Not usually necessary
<i>e-Prescribing Ongoing</i>	No extra charge
Lab Interface Setup	\$100/hour if customization needed
<i>Lab Ongoing</i>	No extra charge
Radiology Interface Setup	\$100/per hour if customization needed
<i>Radiology Ongoing</i>	No extra charge
Support	Annual maintenance fee covers toll free support line and upgrades
<i>Frequency?</i>	Annual maintenance fee
<i>Support provided via:</i>	Phone/online
Maintenance	\$2,700
Upgrades	Included in annual maintenance fee
<i>Training for upgrades?</i>	Available at \$55/hr plus trainer expenses as above

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PRICING con't	
Hardware & Peripherals	Hardware not available through vendor
<i>Server</i>	n/a
<i>Workstation</i>	n/a
<i>Monitor</i>	n/a
<i>Other (please specify)</i>	n/a
Demographics Conversion	\$30/resident
Other 3rd party products	Advantage Database, Multum Drug and ICD-9 Database included in pricing

List any and all other costs associated for your product:
No other associated costs.
List any other unique features for your product:
Pre loading of demographic data and MDS history @ \$30/resident.